


BILLING SURVEY

SAMPLING, FROM PAGE 19

FIRM NAME	PRINCIPAL OR LARGEST OFFICE	NUMBER OF ATTORNEYS	FIRMWIDE		PARTNER				ASSOCIATE			
			AVERAGE	MEDIAN	HIGH	LOW	AVERAGE	MEDIAN	HIGH	LOW	AVERAGE	MEDIAN
Thompson Coburn	St. Louis	326			\$610	\$300			\$395	\$190		
Thompson & Knight	Dallas	320			\$825	\$410			\$440	\$265		
Townsend and Townsend and Crew	San Francisco	177	\$320	\$290	\$750	\$470	\$563	\$550	\$460	\$260	\$345	\$325
Ulmer & Berne	Cleveland	177			\$585	\$260			\$375	\$185		
Velder Price	Chicago	255	\$425	\$425	\$720	\$370	\$483	\$470	\$365	\$255	\$326	\$325
Venable	Washington	494	\$480	\$435	\$950	\$445	\$590	\$585	\$500	\$280	\$353	\$330
Williams Mullen	Richmond, Va.	300	\$368	\$340	\$645	\$315	\$478	\$395	\$370	\$230	\$279	\$290
Winstead	Dallas	264	\$395		\$655	\$340	\$462		\$390	\$215	\$291	
Winston & Strawn	Chicago	899	\$486	\$490	\$1,075	\$475	\$670	\$660	\$610	\$230	\$398	\$375
Womble Carlyle Sandridge & Rice	Winston Salem, N.C.	503	\$372	\$375	\$625	\$300	\$461	\$465	\$445	\$210	\$291	\$285
Wyatt, Tarrant & Combs	Louisville, Ky.	186			\$500	\$245			\$285	\$180		
NON-NLJ 250 FIRMS												
Brinks Hofer Gilson & Lyons	Chicago	149	\$435	\$435	\$725	\$345	\$541	\$560	\$420	\$195	\$308	\$285
Fowler White Boggs	Tampa, Fla.	127	\$350	\$370	\$575	\$325	\$400	\$388	\$315	\$205	\$250	\$255
Lewis, Rice & Fingersh	St. Louis	157			\$460	\$260			\$315	\$150		
Luce, Forward, Hamilton & Scripps	San Diego	143			\$670	\$350			\$445	\$245		
McAndrews, Held & Malloy	Chicago	102			\$675	\$260			\$350	\$225		
Montgomery, McCracken, Walker & Rhoads	Philadelphia	117			\$625	\$380	\$461		\$395	\$205	\$284	
Morris, Manning & Martin	Atlanta	135	\$424	\$415	\$760	\$425	\$492	\$490	\$545	\$225	\$353	\$360
Schwabe, Williamson & Wyatt	Portland, Ore.	158	\$350	\$340	\$540	\$310	\$415	\$410	\$450	\$200	\$260	\$250
Sullivan & Worcester	Boston	156	\$337	\$543	\$830	\$475	\$647	\$623	\$535	\$290	\$383	\$370



TESTIFYING IN COURT IS NOT AN OPTION FOR ANIMALS

Together we must come to their defense.

Cruelty does not end when you die, so make sure your support of the ASPCA® doesn't either. Your gift of stocks, life insurance or other bequests helps us keep animals safe from harm while it helps ease the tax burden on your estate. Since 1866, the ASPCA has always been there to ensure the health and safety of America's animals. Make sure we stay that way.

Learn more by contacting Kim Bressant-Kilwe, Esq. at 848-291-4554, or kimb@aspcanet.org

ASPCA
ASPCA.ORG
WE ARE THEIR VOICE®

© 2010 ASPCA®. All rights reserved.

CORPORATE COUNSEL presents: **BEGINS WEDNESDAY!**

CONTROLLING LEGAL COSTS

Valuing, Measuring and Enhancing the Delivery of Legal Services

December 8-9, 2010 • The Harvard Club • NY

Corporate Counsel magazine's 2nd Annual Controlling Legal Costs is a must-attend event for any corporate counsel feeling pressure to reduce legal expenditures, both within the company and with outside firms and service providers. Attendees will hear from many of the top thought leaders on the topic and are guaranteed leave with enough practical ideas to cover the cost of attending many times over.

Program themes will include:

- Assessment, Discipline and Strategy
- Metrics, Budgeting and Reporting
- Process Improvement and Resource Deployment
- Alternative Fee Arrangements
- Reducing Cost from Technology

Visit the website to view the complete agenda and faculty list!

REGISTER TODAY!
212.457.7905 • www.corpcounsel.com/gccost

EARN UP TO 11 CLE CREDITS!

An ALM Event

SPONSORS: CLE.com, Deloitte, PRACTICAL LAW COMPANY, SCLEROTEX, SCLEROTEX, SCLEROTEX

Firms report using alternatives to the billable hour

Below is a listing of law firms, in NLJ 250 order, that reported use of alternative billing methods. We asked firms to report on percentages of revenue obtained through variations on the billable hour and true alternatives. 2009 percentages appear where available.

FIRM NAME	PRINCIPAL OR LARGEST OFFICE	NUMBER OF ATTORNEYS	REVENUE BREAKDOWN			
			% OF FIRM'S REVENUE OBTAINED THROUGH VARIATIONS ON THE BILLABLE HOUR		% OF FIRM'S REVENUE OBTAINED THROUGH ALTERNATIVE BILLING METHODS	
			2010	2009	2010	2009
Greenberg Traurig	New York	1,763			11	3
Reed Smith	Pittsburgh	1,430	10	19	10	7
Orrick, Herrington & Sutcliffe	San Francisco	1,079			25	25
Bryan Cave	St. Louis	928			20	
Paul, Hastings, Janofsky & Walker	New York	924	40	95	13	5
Bingham McCutchen	Boston	918	5	2.5	5	2.5
Wolner Cutler Pickering Hale and Dorr	Washington	907			10	1.7
Fulbright & Jaworski	Houston	855	67		10	
Alston & Bird	Atlanta	786	60	60	9	5
Little Mendelson	San Francisco	764	41		5	
Seyfarth Shaw	Chicago	704			10	
Jackson Lewis	White Plains, N.Y.	661	30	30	15	14
Troutman Sanders	Atlanta	651	30	30	15	15
Locke Lord Bissell & Liddell	Dallas	642	80	80	20	20
Duane Morris	Philadelphia	629	4	4	6	6
Pillsbury Winthrop Shaw Pittman	New York	623	30		15	
Dorsey & Whitney	Minneapolis	578	5		5	
Husch Blackwell	St. Louis	554	95	98	5	2
Baker, Donelson, Bearman, Caldwell & Berkowitz	Memphis, Tenn.	552	35	50		
Patton Boggs	Washington	525	15	15	13	9.6
Edwards Angell Palmer & Dodge	Boston	505	20	10	8	5
Womble Carlyle Sandridge & Rice	Winston-Salem, N.C.	503	75	75	15	15
Polsinelli Shughart	Kansas City, Mo.	500	15		15	
Shook, Hardy & Bacon	Kansas City, Mo.	500			30	25
Hinshaw & Culbertson	Chicago	494	5	10	5	10
Stephens & Johnson LLP	Washington	487			10	10
Ogletree, Deakins, Nash, Smoak & Stewart	Greenville, S.C.	485	91	91	9	8.6
Sheppard, Mullin, Richter & Hampton	Los Angeles	464	13	20	13	10
Pepper Hamilton	Philadelphia	458	10		15	14
Chadbourne & Parke	New York	444	92		6	
McKenna Long & Aldridge	Atlanta	428	11	30	20	35
Buchanan Ingersoll & Rooney	Pittsburgh	423	5	6		
Kilpatrick Stockton	Atlanta	423		40	2.6	20
Quarles & Brady	Milwaukee	419			7	
Marshall, Dennehey, Warner, Coleman & Goggin	Philadelphia	412	20	20	12	12
Frost Brown Todd	Cincinnati	404	76	32		1.8
Nelson Mullins Riley & Scarborough	Columbia, S.C.	400	5	5	5	5
Snell & Wilmer	Phoenix	386	20	10	15	15
McCarter & English	Newark, N.J.	382	6	10	5	10
Gordon & Rees	San Francisco	362	7.5	7.5	7.5	7.5
Andrews Kurth	Houston	351	15	15	5	15

SEE ALTERNATIVES, PAGE 16

ONLINE: AN ALPHABETICAL LISTING OF FIRMS THAT REPORTED USE OF ALTERNATIVE BILLING METHODS, INCLUDING THE METHODS THEY REPORTED USING (E.G., FIXED OR FLAT, CONTINGENT, HYBRID AND RETROSPECTIVE FEES).

BILLING SURVEY

ALTERNATIVES, FROM PAGE 15

FIRM NAME	PRINCIPAL OR LARGEST OFFICE	NUMBER OF ATTORNEYS	REVENUE BREAKDOWN			
			% OF FIRM'S REVENUE OBTAINED THROUGH VARIATIONS ON THE BILLABLE HOUR		% OF FIRM'S REVENUE OBTAINED THROUGH ALTERNATIVE BILLING METHODS	
			2010	2009	2010	2009
Vorys, Sater, Seymour and Pease	Columbus, Ohio	350	28		27	
Sedgwick, Detert, Moran & Arnold	San Francisco	347	16	86	1	1
Fish & Richardson	Boston	339	70	70	10	10
Dykema Gossett	Detroit	333	83	84		
Eckert Seamans Cherin & Mellon	Pittsburgh	329	50		20	20
Arent Fox	Washington	329	15	15	15	10
Thompson & Knight	Dallas	328	30	30	3	3
Manatt, Phelps & Phillips	Los Angeles	320	55		14	
Loeb & Loeb	New York	300	15	10	10	20
Stinson Morrison Hecker	Kansas City, Mo.	288			10	
Taft, Stettinius & Hollister	Cincinnati	286	40		25	
Moore & Van Allen	Charlotte, N.C.	282	50	35	15	5
Phelps Dunbar	New Orleans	281	2	10	2	10
Wiley Rein	Washington	274	25	20	3	1
Gardere Wynne Sewell	Dallas	270	20	22	18	15
McElroy, Deutsch, Mulvaney & Carpenter	Morristown, N.J.	269	8	5	15	12
Winstead	Dallas	264	6		3	
Burr & Forman	Birmingham, Ala.	256	60	30	5	6
Yess	Miami	254	25	30	30	25
Curtis, Mallet-Prevost, Colt & Mosle	New York	252	10	10	0	5
GrayRobinson	Orlando, Fla.	250			15	15
Brownstein Hyatt Farber Schreck	Denver	248	10	18	27	23
Armstrong Teasdale	St. Louis	233	15	14	15	14
Hongman Miller Schwartz and Cohn	Detroit	228	4	4	4	4
Miles & Stockbridge	Baltimore	223	5.2		12	
Gibbons	Nowark, N.J.	223	20	30	10	1
Saul Ewing	Philadelphia	219	35	57	5	10
Michael Best & Friedrich	Milwaukee	214	15	10	10	12
Maynard, Couper & Gale	Birmingham, Ala.	212	5		5	
Shumaker, Loop & Kendrick	Toledo, Ohio	210	10	10	5	5
Clark Hill	Detroit	208			12	10
Hodgson Russ	Buffalo, N.Y.	197		25	30	5
Müller & Martin	Chattanooga, Tenn.	192	17	15	3	1
Holme Roberts & Owen	Denver	182	15	15	15	15
Best Best & Krieger	Riverside, Calif.	183	5	5	5	5
Strasburger & Price	Dallas	181	30	60	15	10
Leonard, Street and Deinard	Minneapolis	178	10	10	10	10
Stevens & Lee	Reading, Pa.	177	30	30	30	25
Phillips Lytle	Buffalo, N.Y.	177	20	30	20	5
Townsend and Townsend and Crew	San Francisco	177	20		25	25
Ford & Harrison	Atlanta	176	20	12	7	4
Lane Powell	Seattle	175	50	50	10	10
Smith, Gambrell & Russell	Atlanta	175	10	10	10	10
Hiscock & Barclay	Syracuse, N.Y.	175			24	21
Schnader Harrison Segal & Lewis	Philadelphia	175	15	15	5	5
Godfrey & Kahn	Milwaukee	172	25	30	5	10
Buchalter Nemer	Los Angeles	164	5		5	
Benesch, Friedlander, Coplan & Aronoff	Cleveland	161			18	